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CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DE.LAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, April 5, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
 - *1.1 Welcome New Committee Member, Al Hause
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – March 1, 2012
- 3.0 Unfinished Business
 - 3.1 Review Previously Tabled Instructor Application for Roberta Jones
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Doyle
 - 4.2 Review of Letters of Intent and Course Evaluations
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: Ocean Atlantic Sotheby's
 - 4.3.1.1 Course Title: Agent Sale Core Class
 - Credit Hours: 3.0
 - 4.4 Review of Instructor Applications
 - 4.4.1 Terrence Burke

Continuing Education: Legislative Update; Salesperson Core Course; Professional Enhancement: NAR Ethics; Basic Math; Investing in Commercial Real Estate; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP12c Financial Calculator; Financing; Landlord Tenant Code

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Real Estate Investment; Mathematics

4.5 Review Student Requests for Approval of Educational Activity

- 4.5.1 Student Name: Phyllis Alexander
Course Title: Financing Issues and Updates
Course Provider: The Professional Development Institute
Credit Hours: 3.0
- 4.5.2 Student Name: Phyllis Alexander
Course Title: Maryland Real Estate Legal Update
Course Provider: The Professional Development Institute
Credit Hours: 3.0
- 4.5.3 Student Name: Phyllis Alexander
Course Title: Maryland Mandatory Ethics, Flipping and Predatory Lending
Course Provider: The Professional Development Institute
Credit Hours: 3.0
- 4.5.4 Student Name: Phyllis Alexander
Course Title: MREC Agency - Commercial
Course Provider: The Professional Development Institute
Credit Hours: 3.0
- 4.5.5 Student Name: Phyllis Alexander
Course Title: MREC Broker, Branch Manager, & Team Leader Supervision
Course Provider: Montgomery College
Credit Hours: 3.0
- 4.5.6 Student Name: Phyllis Alexander
Course Title: Productive Agents & Profitable Officers
Course Provider: Northern Virginia Association of REALTORS School of Real Estate
Credit Hours: 4.0
- 4.5.7 Student Name: Phyllis Alexander
Course Title: Brokerage Risk & Liability
Course Provider: Northern Virginia Association of REALTORS School of Real Estate
Credit Hours: 4.0
- 4.5.8 Student Name: Phyllis Alexander
Course Title: Fair Housing, Ethics, Legal Updates, Agency & Contracts for the Real Estate Professional
Course Provider: Northern Virginia Association of REALTORS School of Real Estate
Credit Hours: 8.0
- 4.5.9 Student Name: Keith O'Brien

Course Title: Introduction to Commercial Real Estate Sales
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0

- 4.5.10 Student Name: Keith O'Brien
Course Title: Risk Management
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0
- 4.5.11 Student Name: Keith O'Brien
Course Title: Diversity & Doing Business
Course Provider: The Frederick Academy of Real Estate
Credit Hours: 3.0
- 4.5.12 Student Name: Helen Keech
Course Title: Appraising 2-4 Family and Multi-Family Properties
Course Provider: Polley Associates
Credit Hours: 7.0
- 4.5.13 Student Name: Helen Keech
Course Title: Foreclosures & Short Sale Dilemmas
Course Provider: Polley Associates
Credit Hours: 7.0
- 4.5.14 Student Name: Helen Keech
Course Title: Construction: A Changing Landscape
Course Provider: Polley Associates
Credit Hours: 7.0
- 4.5.15 Student Name: Ryan Minnehan
Course Title: 1031 Tax Free Exchange
Course Provider: The Real Estate Institute
Credit Hours: 3.0
- 4.5.16 Student Name: Ryan Wilner
Course Title: 1031 Tax Free Exchange
Course Provider: The Real Estate Institute
Credit Hours: 3.0
- 4.5.17 Student Name: Karen Wilner
Course Title: 1031 Tax Free Exchange
Course Provider: The Real Estate Institute
Credit Hours: 3.0
- 4.5.18 Student Name: Robert Walters
Course Title: Appraising 2-4 Family and Multi-Family Properties
Course Provider: Polley Associates
Credit Hours: 6.0
- 4.5.19 Student Name: Margaret Cavanaugh
Course Title: Financing Issues Update
Course Provider: GCAAR
Credit Hours: 3.0

4.5.20 Student Name: Nancy Neely
Course Title: Short Sales
Course Provider: GCAAR
Credit Hours: 9.0

*4.5.21 Student Name: William Meyer
Course Title: DC Legislative Update, Rent Control & Landlord Tenants
Course Provider: Henderson Professional Development
Credit Hours: 3.0

*4.5.22 Student Name: William Meyer
Course Title: DC Fair Housing and Predatory Lending
Course Provider: Henderson Professional Development
Credit Hours: 3.0

*4.5.23 Student Name: William Meyer
Course Title: Financial Issues
Course Provider: Henderson Professional Development
Credit Hours: 3.0

*4.5.24 Student Name: William Meyer
Course Title: Commercial Real Estate Listings, Leasing & Trends
Course Provider: Henderson Professional Development
Credit Hours: 3.0

*4.5.24 Student Name: William Meyer
Course Title: Commercial Structures
Course Provider: Henderson Professional Development
Credit Hours: 3.0

4.6 Review Request to Change Course Provider Name from Harry Wooding

*4.7 Review Resume from Sal Sedita to Fill Future New Castle County Professional Member Vacancy

5.0 Correspondence

*5.1 Review Correspondence from the Council of Residential Specialists

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – May 3, 2012

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.